We Control it for this Market.

## TRAVELERS

PROTECTIVE ASSOCIATION



NATIONAL OFFICERS—1896-97.

President John A. Lee, St. Louis Secretary and Treasurer

Letter and Treasurer

Jos. Wallerstein, Richmond Joend Vice President

Letter President

Letter President

Letter President

Geo. F. Barchard, Little Rock, Ark.

Pith Vice President

Alex Kurse, Portland, Ore.

RATIONAL BOARD OF DIRECTORS.

W. Kirschoff St. Louis, Mo.

G. E. Wickard St. Louis, Mo.

G. E. Duffin Terre Haute, Ind.

Jan J. Knight Persident

Gen Duffin Committees

Gen Maldrich Peoria, Ill.

GRAIRMEN NATIONAL COMMITTEES

Sullread E. E. Smith, Atlanta, G.

Kotel. Bea Hoffman, Lafayette, Ind.

Levislative L. S. Harwood, Richmond, Va.

J. S. Harwood, Richmond, Va.
J. M. Renish, Houston, Texas

ATTORNEY.

J. W. Williamson, M. D. . . . . . St. Louis, Mo. National Headquarters - Room 412, Union Trust Building, St. Louis, Mo. The eighth annual convention meets in tabelile. Tenn.

Orders came few and light that day, He could but wonder why. No line was better than his was. Yet the merchants wouldn't buy.

The drummer mused alone;
Til take her some costly presents—
da part the wrong atone.

Til tell her that I wronged And beg her to forgive, As long as I shall live.

Be reached his home on Christmas Eve, Upstairs in haste he fied; Als: too late to be foreiven; Als: many wife was snoring, -S. A. Fishburn in Texas Sandwich.

If you dont' keep eternally at it you will come a back number in no time.

"It is no trick at all to do business," se an old timer on the road, "provided May 1. one has the right kind of goods to do it with."

In business the man who knows everything that is happening is a long way ahead of the fellow who knows only some of it. It pays to keep posted.

All buyers have little weaknesses and the

Scores of traveling men were in the city ring the past week making things lively about the leading hotels. One could not behold ye drummer was there with a winaing smile on his face.

The oldest traveling man has turned up epia. This time he is J. J. Squar. Chicago, is 81 years of age, and has traveled over sixty years. He sells grocers' had ies, don't look over 60 and says he is good for twenty years yet.

safe to appeal on his nobler side, one wh can not help reverencing worth and value when he sees it." It is on this principle that the Travelers' Protective Association of America has worked, all along having faith that the American commercial trav-eler would appreciate its effort in his behalf, and today he is doing it to a large

Every man with ordinary intelligence has a niche somewhere waiting for him to fili; and he alone can satisfactorily solve the problem as to what he was made for. There is no doubt that, in many instances, men on the road have mistaken their calling in this direction, and have eaten the bitter fruit of disappointment for their mistake. There has been a certain allurement about the easy life led and the elegant time had by commercial travclers, while the truth of the matter is that to make a success of the calling needs clear intellect, keen foresight, a vast degree of executive ability, a fair knowledge of the line of goods handled and an unusual amount of hard work.

### TALKS AT RANDOM.

"You desire to know what kind of peo

he continued, "is exhibitating. There is neither case nor elegance about it, and it's an different from riding in a Pullman as is a trib over a country road in a farm waron from a drive on a paved street in a Brewster viceria. There are no triple spiral springs under a cahone, but it trips merrily along at the tail end of a long string of cars, bobbing serenely from side to side with an irregularity which provents all attempts to nullify the motion. There is an invigoration in the way the train stops and starts, and if one braces himself to receive a swing to the right, he gots a lurch to the left which bangs him head against the wall, or prabably the stove. Yes, I prefer to ride on a passenger train, but time on the road is money, and to make it the commercial traveler must once in a while, at least, resort to the little red cabones on the hind-end of a freight train."

Antiqual News.

Charles Yelm, chairman of the railroad committee of the Indiana division, will open headquarters at Indianapolis during the present sension of the legislature, in order to push the claim of the association for making a 2-cent flat rate on the railroads in his State. He will be assisted in s, as well as the traveling men of the

Post B. Nashville, Tern., is growing like th instant it admitted fourteen member 19th instant it admitted fourteen members, twelve active and two bonovary. President Jacobs announced the manus of the follow-ing chairmen of committees for the ensuing term: Railroad, W. G. Sadler; hotel, Arch Trawick; legislation, J. K. Hemphill.

On the 6th instant at Clinton, Ky., at the name of the bride's father, Dr. Geo. Beeler, Hon. Jerry M. Porter, the silver tongued orator of the T. i. A. was united in mar-riage to Miss Mannie Beeler, a most accom-plished young tady.

The next State convention of the Indiana livision will be held at Marion, Ind., about

National Chairman of the Legislative Committee Hon. John S. Harwood, has just appointed Alf. Disckmann, of San Antonio, na a member of his committee, vice Mal-colm Graham, resigned. At the next State convention of the Ken-

tucky division an effort will be made to have the headquarters removed from Paducah to Louisville.

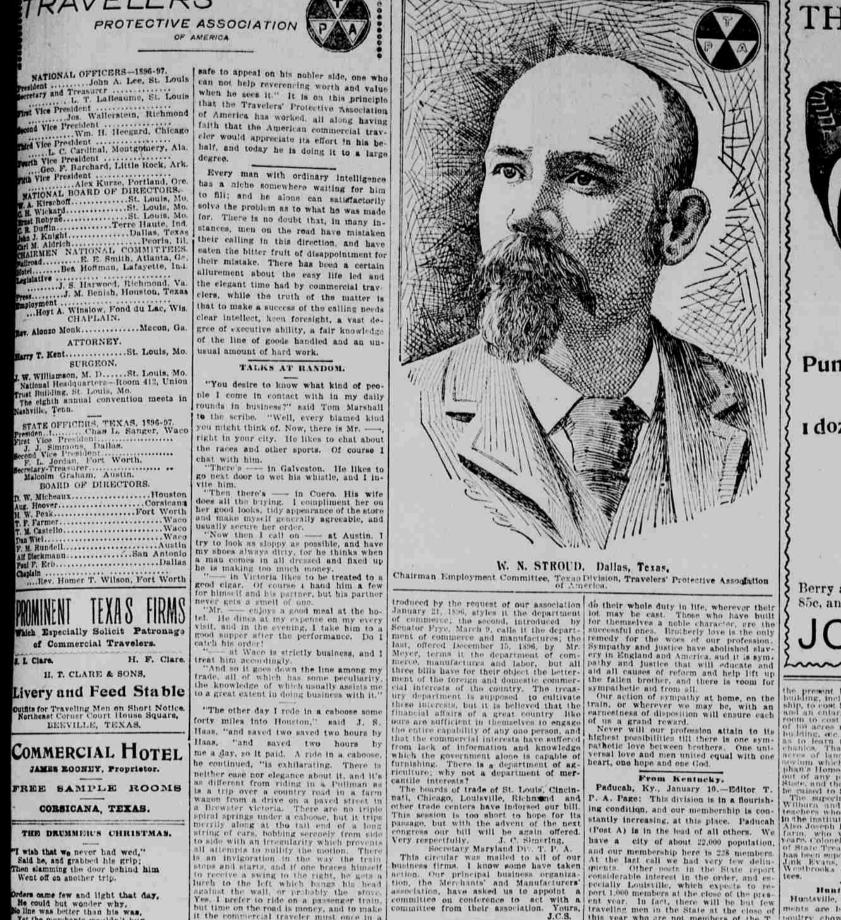
the tender spot is sure to secure an order.

This is philosophy and business combined.

Scores of translations. more, will depart for Washington in a day of two to assist in having the Knox bank-raptcy bill humae bill No. 2913) passed by the senate. This is the old Tory bill, which has passed the house and has been favorably reported on by the senate committee. The bill pertaining to create a cablact office to be known as 'the secretary of commerce,' and the bill to build a legation in the City of Mexico will also be pushed by this committee.

Maryland Division

Baltimore, Md., January 8 .- At a meeting of the Maryland division, Travelers'



The State chairman of the railroad committee is busily engaged on a communica-tion regarding the mileage question in Texas, and promises to send a copy for publication in a few days.

And now comes State Director D. W. Micheaux with the information that this section of the State will also have a candidate in the field for the presidency of the division, in the person of Alf Direkmann, the president of the San Antonio post.

### AMONG THE HUSTLERS.

Thomas L. Freeland and wife are at home after a three weeks' visit to New Orleans. Edmund Burke of the Fort Worth T. P. A. post, is to be married on the eve of the 19th instant to Misa Euna May Brand of Arkadelphia, one of Arkansas' sweetest flowers. Mr. and Mrs. Burke will make Fort Worth their future home.

It so more than right that the railways organized to be willing to sell transportation for ion, twenty, a hundred or a thousand miles. The wholesale principle would thus be applied to railroads in the sale of transfortation. A mighty maxim for all buyers: "Be careful when you make an appointment this testing the travelling man to look over his has sample room at a certain time, stand by it." The man who has a reputation for keeplag his appointments promptly has an asset which is better than a big bank.

Carlyle says in his Hero Worship: "Man as seeding the control of the control of the control of the control of the committee. The first bill, is
ling of the Maryland division, Travelers in the search for precious gems, we find them buried doep. Silvery pearls lie enfolded in the deaths of the sea. Gold add diamonds and precious jewels are hidden for down in the dark earth. He who would ind the distring Lemman for the committee on judiciary of the search got advanced as rapidly as possible.

This bill is to establish a uniform against the folded in the deaths of the sea. Gold add diamonds and precious jewels are hidden for down in the dark earth. He who would find the distring Lemman of the committee on judiciary of the search for them uniform against the who would find the most intended in the committee on judiciary of the senate, and it is confidently chains the highest in life must direct his first decision of a communicate with Senators. The first bill, is
Carlyle says in his Hero Worship: "Man as selfab coward, but one to whom it in

riculture; why not a department of mercantile interests?

The boards of trade of St. Louis, Cincinnati, Chicago, Louisville, Richnerd and other trade centers have indorsed our bill. This session is too short to hope for its pansago, but with the advent of the next congress our bill will be again offered. Very respectfully. J. C. Simering.

Secretary Maryland Di. T. P. A. This circular was malled to all of our business firms. I know some have taken action. Our principal business organization, the Merchants and Manufacturers association, have asked us to appoint a committee on conference to act with a committee on conference to act with a committee from their association. Yours, J.C.S.

TEXAS TIPS.

It is said that State President Sanger will not call a meeting of the board of will not call a meeting of the board of the call a meeting of the board of the call and the class of the considerable interest in the order, and expectative considerable interest in the order, and expectation. As a committee on conference to act with a committee or conference or conference to act with a committee or confer

TEXAS TIPS.

It is said that State President Sanger will not call a meeting of the board of directors till some time during the first part of February and that San Antonio will be the place.

Rev. Homer T. Wilson, State chaplain of the division, will tender a reception to the commercial travelers on Saturday eve, the 25d instant, at his elegant home on West Seventh street, Fort Worth. The reverend gentleman is anxious to have the boys shape their route so that many will be able to be on hand.

Rumor has it that Post J. Fort Worth, will present the name of State Director Howard W. Peak for the office of president at the coming State meeting in Houston, and the Pansher City boys will swoop down on the Bayou City in goodly numbers.

The State chairman of the railroad committee te business to Burn.

Treating Customers.

The Customers.

The customers who is in the habit of taking size of the Woodmen of the World installed the division, will tender a reception to the commercial travelers on Saturday eve, the 25d instant, at his elegant home on West shape their route so that many will be able to be on hand.

Rumor has it that Post J. Fort Worth, will present the name of State Director Howard W. Peak for the office of president at the coming State meeting in Houston, and the Pansher City boys will swoop down on the Bayou City in goodly numbers.

The State chairman of the railroad committee to be railroad committee the pack his grip on the appt.

Guest's to Burn.

Wandelle Mall and the close of the T. P. A. Raid and slready much include for its and is called in the liberage of the same will be the same will be the pack of the class of the T. P. A. Raid in which and the liberage is and put him in good buying humor. But it must be handed cautiously by the traveler, and it must be handed cautiously by the traveler, and it must never appear that he present the name of State Director Howard W. Peak for the office of president at the coming State meeting in Houston, and the Pansher City boys will swoop down on the Bayou City

known to fame-in fact one of the leading local labor agitators-related the following to the Man: "I had a

around him

STATE ORPHAN ASYLUM.

Fort Worth their future home.

Editor Burt Lyon of the St. Louis Commercial Traveler has promised to be on hand at the annual meeting of the State division to be held in this city during the children, an increase of 160 in the two children, and increase of 160 in the two children are now in the home was 253; eight based did, five

ome and by neighboring ladies and genchicult.

The home is located upon 200 acres of
the home is located upon 200 acres of
the home is located upon 200 acres of
the home is norchard, five in garden, fifty
armed, eighty in pasture and forty in
ark and grounds surrounding the holidurt, which cost \$30,000 lighted from the
orale and electric light plant. An arretan woul of hot water, which cost \$10,000,
and electric light plant. An arretan woul of hot water, which cost \$10,000,
and electric light plant. An arretan woul of hot water, which cost \$10,000,
and electric light plant. An arreting the arrestan water is sufficient to disfilling the water through the buildings,
bille one is surpled with baths and sinary sewers. Trere are twenty-five Jercy and Holstein milk cows and their
oung eight horses and mules and pouly. The children are taught domestic and
ther futtes, and the boys are employed
is such work as they can do upon the
tim. Two thousand six hundred dollars
are expended for improvements in 123
and \$20.41.825. The cost of maintenance
as \$30.41.825 in 1856, and \$23.715.45 in 1856, or

0 per year per lumsite.

85c, and so on through a full line of Tableware. Mail orders given prompt attentionthe present legislature for an additional building, including room for religious worship, to cost \$150, and all others are religious worship, to cost \$150, and an enlargement of the present disting room to cost \$250, and an enlargement of the present disting room to cost \$250, also for the purchase of the acres more of farming land and a heading, etc. for a polyrebine sched), so as to learn the farmates trades and mechanics. That the agent acres of the Reson acres of land originally set aside to the acytum which were given to Bayland Orphan's Home many years ago, be ressored out of any subble hands belonging to the Risse, and that the superintendent's salary be raised to 1560 per year.

The superintendent and Misses Eather Wilhum and Mary Chagman, the two teachers who grew up and were educated in the institution are specially commended. Also Joseph Barden, now employed on the fattin, who was an limited for several years, coloned William A. Wortham I have of State Treasurey W. B. Wortham I have of State Treasurey W. B. Wortham in and has been superintendent for years, Masser, Link Evans, E. W. Johnsen and G. M. Westbrooks compose the heard of trustees,

**Punch Bowl** 

and

I doz. Mugs

Huntsville Happenings. Huntsville, Texas, January 15 -Arrange

ments are being perfected for a grand soultry chow in Huntaville, February 5

George W. Taylor, Orange; mucilage bot-

IT SAVES THE CROUPY CHILDREN

Imperial Hair Regenerator

Patents granted to citizens of Texas for the week ending January 12, 1877, reported through the office of J. F. Heale, solicitor of patents, 208 G street, N. W., Washington, D. C.;

John S. Armstrong, Burleson; thread cabinet Vandolin Mail and Express. A certain illustrious gentleman not unthinet. Edwin L. Burton, McKinney; compress. Harry Cooper, San Antonio; casel. Robert N. Garnett, Troy; the tightener. Thomas J. Griffith, cotton elevasor and

"I had a funny dream last night. I thought I had died and was in hades. When I met Satan he had a big crowd You seem to have a lot of guests, your

majesty,' I said.
"'Yes, indeed,' he replied, 'I have guests

We have a splendid sale on Chamber, the Cough Remedy, and our customers coming from tar and near speak of it in the highest terms. Many have said that their children would have feed of croun if Chamberlain's Cough Remedy had not been given.—Kellam & Ourren, Seaview, Va.

Additional Buildings Needed-School in Good Condition.

Corsicana, Texas, January II.—The State of Texas has located two miles west of Corsicana an asylum for Es indigent or-J. M. Berry was among our grocery jobbers during the week.

Tom P. Marshail of Post E. Dallas, was
deing Galvesion and Houston the week
past.

The Successful Traveling Man.

This is a thought worthy of all due consideration and is not only applicable to
those of our profession, but to all humanity.

In the search for preclous gems, we find
them buried deep. Silvery pearls lie enfolded in the deaths of the sea.

Gold and diamonds and preclous jewels
are hidden far down in the dark earth.

He who would find the gittering kems
must seek for them in caracsiness.

Thus it is with the traveling man's life.

The home and carrier framed and preclous jewels
are hidden far down in the dark earth.

He who would find the gittering kems
must seek for them in caracsiness.

Thus it is with the traveling man's life.

JOS. GOLDMAN, Crockery and Glassware, Whotesale and Retail. 511 MAIN STREET. Opposite Capitol. Telephone 237. SUNSET

THE BEST Imitation of Cut Glass Ever Produced.

## Southern Pacific

"Sunset Route."

The Only Line Running Through Double Daily Train Service Sleepers to City of Mexico.

Excursion Italies all the year round to Mexico and California.

ALL POINTS NORTH AND EAST-

Berry and Ice Cream Sets 55c, 63c, 73c and 85c; Water Sets \$1.25; Breakfast Sets

"SUNSET LIMITED"

Semi-Weekly Vestibule
Train Service...

Bietween San Francisco and New Orleans
BEGINS NOVEMBER 7th, 1896. The most
beautions Trans-Confinental Train, with
Comparitienty Carr, Indiag Carr and Lades Competite Carr. Ladies maid in
SUNSET SEAS "the simptious book of 230 pages, profusely illustrated, sent to any
address on receipt of 16 cents postage.
For further particulars, call on local agent of
address.
C. W. BEIN.

Ass't G. P. ard T. A. Houston, Texas.

C. W. BEIN. Traffic Manager, Houston, Texas.

"SUPERB" Absolute guarantee given with every Stove sold. Call and see them. All Heating Stoves at the

GUANANTEED Reduced Prices. HAIL & ALLTMONT, 311 Travis, opp. Market. Telephone 750.

# JOS. F. MEYER CO.



Florence and Jackson Farm Wagons. Columbus and other grade Buggies. Farm Implements of every description.



will make the hair beau.
tful, glossy and natura,
to matter how already
to matter how already
the matter how already
the matter of GRAY
that have been a content an atom of palson,
cas matter. Baths do
not affect it, notice does
curling or crimpus, incomparable for the
HEARD on account of
its durability and cleaniress.
No. 1, Black.
No. 2, Dark
No. 4, Cisest,
nut.
No. 4, Cisest,
No. 5, Light
Ronde,
No. 7, Aedi
Rionde,
No. 7, Aedi
Rionde,
No. 7, Aedi

Under new management and the service greatly improved. A good place to spend Sunday. Traveling men's trade especially solicited.

J. A. SCARBOROUGH, Manager.



Extracting teeth

We positively extract teeth without pain with vitalised air.
Only office in the city that makes this air, made fresh evers morning. Open Sundays 10 a. m. to 4 p. m. DIAMONDS SET IN TEETH.



DA YOL MEDICINE CO., P. O. Box 274, San Practice, Cal. For Sale by L. LEWYN, Druggist, Houston, Texas.

